

THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.
SP-8 (IT) REV. 8/97

STATE OF CONNECTICUT
DEPARTMENT OF INFORMATION TECHNOLOGY
IT CONTRACTS & PURCHASING DIVISION
340 CAPITOL AVENUE
HARTFORD, CT 06106

CONTRACT AWARD NO.

RFP 989-A-25-7016

DATE AWARDED

August 27, 1999

DATE BID OPENED

October 2, 1998

CONTRACT AWARD

COMMODITY CLASS/SUBCLASS AND DESCRIPTION:

0099-085 Data Processing Services

FOR: Dept. of Labor
State of Connecticut
200 Folly Brook Blvd.

Wethersfield, Connecticut 06109

REQUIREMENT PERIOD:

AS TO RFP 989-A-25-7016

FOR CHRO USE ONLY

DELIVERY:

VENDOR CONTACT:

Mr. Thomas Kelliher
(603) 772-5640

AGENCY REQUISITION NUMBER:

CONTRACT VALUE:

\$950,150.00

NOTICE TO CONTRACTORS: This notice of award is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. **INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.**

NOTICE TO AGENCIES: A complete explanatory report shall be furnished promptly to the Purchasing Division concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

CASH DISCOUNTS: Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

PRICE BASIS: Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

NAME AND ADDRESS OF CONTRACTOR(S):

TERMS

According to RFP 989-A-25-7016 and Agreement A-99-019

Renaissance Worldwide, Inc.
Renaissance Government Solutions
1 Hampton Road
Suite 306
Exeter, New Hampshire 03833
(603) 772-5840 FAX (603) 772-7567 e-mail TKELLIHER@RENS.COM
FIEN #59-2957-887

AWARD SCHEDULE
(see overleaf)

APPROVED _____

DONALD J. MALONEY, DIRECTOR

Donald J. Maloney
(860) 566-4036
Issued: August 27, 1999

Date	Del #	Deliverable Description	Cost	Holdback	Net Invoice
May-99		Project Initiation/Management	\$329,752		
	1	Define Project Objectives	\$82,438	\$16,488	\$65,950
	2	Fianlize Workplan	\$164,876	\$32,975	\$131,901
	3	Conduct Kick-off Meeting	\$82,438	\$16,488	\$65,950
		Total Task 1	\$329,752	\$65,950	\$263,802
Jun-99		System Design	\$114,018		
	4	Requirements Specification Document	\$34,205	\$6,841	\$27,364
	5	Detailed Design Document	\$34,205	\$6,841	\$27,364
	6	Workflow and Procedural Specification Doc	\$22,804	\$4,561	\$18,243
	7	System Test Plan	\$11,402	\$2,280	\$9,121
	8	Initial Capacity Plan	\$11,402	\$2,280	\$9,121
		Total Task 2	\$114,018	\$22,804	\$91,214
Jul-99		System Development	\$135,872	\$27,174	\$108,698
	9	Unit Test Results Document	\$74,730	\$14,946	\$59,784
	10	System Test Results Document	\$61,142	\$12,228	\$48,914
		Total Task 3	\$135,872	\$27,174	\$108,698
Aug-99		Support User Acceptance	\$57,009		
	11	Certification that TICS is ready for rollout	\$57,009	\$11,402	\$45,607
		Totals Task 4	\$57,009	\$11,402	\$45,607
Sep-99		Complete Training	\$57,009		
	12	Training Plan	\$31,355	\$6,271	\$25,084
	13	User Training Material	\$17,103	\$3,421	\$13,682
	14	Technical Training Material	\$8,551	\$1,710	\$6,841
		Totals Task 5	\$57,009	\$11,402	\$45,607
Sep-99		Complete all Documentation	\$49,436		

	15	User Manual	\$29,662	\$5,932	\$23,729
	16	Quick Reference Card	\$4,944	\$989	\$3,955
	17	Operations Documentation	\$9,887	\$1,977	\$7,910
	18	System Documentation	\$4,944	\$989	\$3,955
		Totals Task 6	\$49,436	\$9,887	\$39,549
Sep-99		Complete System Rollout	\$39,504		
	19	Certification that Production Environment is Ready	\$19,752	\$3,950	\$15,802
	20	Certification that TICS rollout is complete	\$19,752	\$3,950	\$15,802
		Total Task 7	\$39,504	\$7,901	\$31,603
		Holdback Released for Tasks 1 -7			\$156,510
Sep-99		Warranty Support	\$167,600		
	21	System Turnover Plan	\$100,560	\$20,112	\$80,448
	22	Certification of System Turnover	\$33,520	\$6,704	\$26,816
	23	Certification of System Modification Implemented	\$33,520	\$6,704	\$26,816
		Total Task 8	\$167,600	\$33,520	\$134,080
		Totals	\$950,150	\$190,030	\$760,120

Revised Costing Approach

The original Renaissance costing for the TICS project included, as required in the RFP, a fixed price for each phase. However since Phases 1 & 2 were to be combined; our approach was to cost the entire six (6) month effort and then back into the costs for each phase. This was done by estimating a percent level of effort for each component, Phase 1 about 29% and Phase 2 about 71%. Phase 3 was a standalone component, which was to be done once Phases 1 & 2 were complete. The costs as originally presented were as follows:

- Phase 1 - \$280,360
- Phase 2 - \$655,360
- Phase 3 - \$146,510
- Totals - \$1,082,230

Following our initial contract meeting the state requested that we eliminate Phase 1 and combine Phase 2 & 3. At that time we discussed with the state representatives that there would not be a one for one reduction of our price since there were items such as Project Management, Project Initiation, Database Design and others where staff would still need to be onsite full time. These positions would include Project Director, Project Manager, Technical Team Leader, Administrative Assistant, Functional Advisors etc. With these assumptions in mind we submitted a revised cost estimate for the project that reflected the following:

- Phase 2 - \$803,640
- Phase 3 - \$146,510
- Totals - \$950,150

As discussed on our conference call on Thursday 6/24/1999 Renaissance believes this price reflects a project staff mix that is required to complete the project, time and scope, as defined by the state. We do agree that additional testing from a user perspective can only improve the overall quality and buy-in of the TICS implementation.

Monthly Schedule Extension - Proposal (Revised)

Extension Timeframe	Ave Rate	Hours	Totals
Level I (First month) UAT extension	\$98	1411	\$138,278
Week 1 through 4 Weekly Rate		352.75	\$34,570
Level II (Additional months) UAT extension	\$98	1251	\$122,598 (per month)
Weekly Totals		312.75	\$30,650

Note: Above Charges for Extension of the Timeframe will be applicable ONLY upon request by the Department for such extension.

Above charges do not apply in the case of Supplier required timeframe extensions

FIXED PRICE PRODUCT SCHEDULE

(This cost now includes the Automated Scheduling System. Phase I has been eliminated from this cost)

<u>Project Task</u>	<u>Estimated Staff Hours</u>	<u>Labor Rate Per Hour</u>	<u>Total Cost</u>
Project Initiation	1506	\$ 95	\$143,070

System Design	1212	\$ 95	\$155,140
System Development	1516	\$ 90	\$136,440
Acceptance Testing	625	\$ 95	\$ 59,375
Training	625	\$ 90	\$ 56,250
Documentation	625	\$ 75	\$ 46,875
System Roll-Out	340	\$ 90	\$ 30,600
Warranty	1860	\$ 90	\$167,400
Project Management	1300	\$150	\$195,000
TOTALS	9609	<u>N/A</u>	\$950,150 -not to exceed-

Billable Rates—Labor Category

Staff Category	Hourly Rate
Project Director	\$200
Project Manager	\$175
Technical Lead	\$150
Programmer	\$ 90
Training/Doc Specialist	\$ 85
DBA	\$125
Powerbuilder Developer	\$100

Project Implementation Summary

<u>Task Description</u>	Total Days to Complete	Approximate Start Date	Approximate Finish Date	Not-To-Exceed Cost
1. Project Initiation/Management	131 days	4/1/99	9/30/99	\$329,752
2. System Design	67 days	4/8/99	7/9/99	\$114,018
3. System Development	80 days	4/22/99	8/11/99	\$135,872
4. Support User Acceptance Testing	28 days	7/30/99	9/7/99	\$ 57,009
5. Complete Training	102 days	5/6/99	9/24/99	\$ 57,009
6. Complete Documentation	100 days	5/6/99	9/22/99	\$ 49,436
7. Complete System Rollout	33 days	9/3/99	10/19/99	\$ 39,504
8. Warranty Support**	17 days	10/1/99	10/25/99	\$167,600

Total Not-to-Exceed \$950,150

**The system warranty period become effective upon system acceptance by the Department.